# Template: Proposal for an Africa RISING R4D Scaling Partnership

# Scaling out of research technologies through agro-enterprise development

## Background and Justification

*Describe the nature of the innovations to be scaled*

Goods: Inputs and machinery

Improved seed

Purchased chemicals: fertiliser, herbicides, pesticides,

Medicines

Tractors

Equipment for machinery + irrigation (pump and system) + row planters, 2WT, rippers/ seeders, chopper, shellers/ threshers, trailers for transport

Livestock equipment: cooling plants, fodder chopper

Storage and warehousing

Services:

Mechanization hire services

Spraying services

Veterinary services

Business development services

Agro-dealer services

Transporters

Trader services

Micro-finance

Value chain finance

Crop insurance

Knowledge based technologies

CA based: Intercropping, crop rotation, minimum tillage, mulching

Cooperative business management

*Justification*

* Inputs and services complement knowledge intensive technologies and promote adoption and scaling.
* Links to traders provides finance for investing in inputs/ machinery/ new technologies
* Private sector enterprises also provide advice and knowledge

## Benefits

*What benefits are anticipated from the widespread uptake of these innovations?*

- Creation of innovations (above technologies)

- More speedy adoption/ adaptation of technologies

- Environment for innovation (IPs, farmer organization, SPs, linkages to agrodealers/ cooperatives, linkages to traders, cooperatives, processors, linkages to finance)

- provision of market information (inputs and outputs)

- Learning and feedback to research (action research)

- Capacity building of value chain actors and institutions

## Research Questions

*Specify the research questions that will backstop the partnership. It is accepted that these might evolve over the lifespan of the partnership.*

- Effectiveness and efficacy of IPs at different levels for scaling up

- Role of private sector and cooperative partners in technology adoption/ dissemination

- Importance of entrepreneurship skills in adoption/ adaptation/ scaling

- Comparative appraisal of business models for inputs and services and output supply as scaling up mechanisms

- Importance of linkages to value chain finance for adoption/ scaling

- Importance of diversification (horizontal/ vertical) and commercialization on farm income

- ICT based tools for the provision of business/ marketing information

- Importance of technical and market information through ICTs on adoption and scaling.

## Development Partnerships

*List the partners who will be active, describe the contribution that they will make and how Africa RISING will support / backstop this with the research proposed. Also consider the comparative advantage offered by your partnerships. Make sure that you carefully consider roles and responsibilities of all partners.*

Agrodealers – USAID project with CNFA and ATA

Mechanization – METEC, Amio, and other manufacturers and import dealers, cooperative unions, private sector hire services, workshops.

Market access – cooperatives, traders, processors

Seed – seed enterprises (public/ private)

Finance – microfinance and other financial organizations

Research organizations

Technical and vocational education

|  |  |  |  |
| --- | --- | --- | --- |
| *Partner* | *Comparative advantage* | *Role/ responsibility* | |
|  |  | Partner | Africa Rising |
| USAID/ CNFA/ ATA | On the ground, active, strong links to policy | Scaling up and out | Negotiate partner arrangements |
| Cooperatives | On the ground, government support for strengthening and development  Effective in reaching larger numbers of farmers | Training  Delivery of goods and services  Business advice to farmers  Mechanization services  Channel for finance (guarantee to access finance) | Negotiate arrangements through regional bureaus  Organize regional workshops to inform them of research outputs |
| Private input and output market actors (mech SPs, agrodealers, traders) | Local presence; often members of local and district IPS – effective way of scaling out  Work with existing small enterprises provides opportunity for them to diversify their businesses and incorporate goods and services related to the SI technologies | Provide goods and services to producers–  Buy commodities/ products from producers | Through IP facilitators provide guidance how to identify small enterprises and their incorporation in IPs at different levels  Conduct business analyses – business modelling – to identify up-scaling interventions |
| Financial organizations | Given the shortage of term finance need to develop new financial products  Work with existing micro-finance organizations and their customers | Provide micro-finance to small holders but term finance to downstream actors in the supply chain | Identify existing micro finance organizations and work through them to support farmers and IPs with research products  Develop with financial organizations new financial products |
| ICT and information based actors (e.g. mobile phone) | Given the lack of market information to develop new information products  Work with existing information service providers and their customers- including producers | Provide information on inputs and outputs to small holders and other actors in the chain | Identify existing information service providers and work through them to support farmers and IPs with research products  Develop with information based new information products |
| Government | For scaling to occur at scale need to work through government programmes | Incorporation into AGP and SL | Advocacy on research products that could be incorporated into government programmes – technically and spatially |
| NGO development partners | Are available on the ground | Bring on board their current partners and farmers they work with, help in mobilization | Build upon what NGOs are doing on the ground  Add value to their work |

## Impact Pathway

*Ensure that the contribution to FtF goals (e.g. improved food security, better health and nutrition, inclusive agriculture sector growth) are stated*

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| --- | --- | --- | --- |
| Activities | Outputs | Outcome | Impact |
| - Demonstrations  - Trainings  - Links to suppliers  - Link to finance  - Organization of farmers  - Establishment/ strengthening of IPs | - Increased use of inputs and services | Increased productivity | Increase in food security |
| - No and range of technologies developed | Increased adoption and use of SI technologies amongst farmers |
| - Better technical skills available | Increased capacity to use technologies |
| - research on ICT tools  - Training on ICT | - Adoption of ICT tools on market based information |  |
| - Development of business models for service provision  - Training of SPs  - Linkages with value chain actors  - Linkages with finance  - Linkages with information SPs | Expanded number and range of mechanization hire service providers  No. of training  No. of links developed/ strengthened | Improved performance of SP business models | Increase in smallholder income |
| - Development of business models for agrodealers/ traders  - Training of MSMEs  - Linkages with value chain actors  - Linkages with finance  - Linkages with information SPs | Expanded number and range of goods sold by agrodealers / traders  No. of training  No. of links developed/ strengthened | Strengthened linkages between input/ output suppliers, MSMEs with farmers  Increased capacity of MSMEs in entrepreneurship and business  Increased capacity of smallholder farmers in business skills and management  Increased capacity of primary cooperatives and unions in business skills and management  Expanded range of services and goods offered  Expanded volume of goods and services sold  Expanded volume of inputs used by farmers |
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|  |

## Targets / Zone of Influence

*How many potential beneficiaries are out there? How many do you hope to materially impact on? Where are they?*

Assuming 50% of budget to scaling up

Assuming 20% of budget for overheads

Intensive package costs at $25 per hh – 80,000 hh

Extensive package cost $5 per hh – 1,600,000 hh

Where our partners are operating

## Arrangements Required for Monitoring and Evaluation

*How will you generate and present the evidence that your partnership has been successful?*

* Design overall M,E,L scaling system
* Locally recruited person for M&E – as a coordinator
* Each research partner collects data on their activities
* Through stakeholder workshops with each partner reporting on coverage
* SMS could be used for M&E/ IP meeting period reports

## Communications and Knowledge Management / Transfer

*What arrangements will you put in place to communicate your activities and their benefits? What knowledge specific products and activities will you need to implement to support this.*

* Communication strategy for scaling
* Web site
* Policy briefs (based on our research)
* Stakeholder meetings
* Mass media/ meeting for partner involvement – radio, video
* ICT
* Field days
* Demonstrations
* Video – local level